



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2017

Sales by Price Range - Single Family Homes & Villa's

Price Range	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	YTD Total	Curr Month	YTD
\$1 - 49,999	14	12	8	6	9								49	2.63%	3.42%
\$50,000 - 59,999	2	7	6	1	3								19	0.88%	1.33%
\$60,000 - 69,999	8	4	3	7	5								27	1.46%	1.89%
\$70,000 - 79,999	3	3	7	6	10								29	2.92%	2.03%
\$80,000 - 89,999	7	4	6	4	2								23	0.58%	1.61%
\$90,000 - 99,999	6	5	2	5	4								22	1.17%	1.54%
\$100,000 - 119,999	25	18	22	16	18								99	5.26%	6.92%
\$120,000 - 139,999	23	20	29	33	28								133	8.19%	9.29%
\$140,000 - 159,999	30	35	47	41	54								207	15.79%	14.47%
\$160,000 - 179,999	31	27	51	34	42								185	12.28%	12.93%
\$180,000 - 199,999	28	23	39	36	42								168	12.28%	11.74%
\$200,000 - 249,999	47	43	37	40	62								229	18.13%	16.00%
\$250,000 - 299,999	13	15	28	22	39								117	11.40%	8.18%
\$300,000 - 349,999	9	9	9	12	10								49	2.92%	3.42%
\$350,000 - 399,999	6	9	2	10	8								35	2.34%	2.45%
\$400,000 - 499,999	3	1	4	8	2								18	0.58%	1.26%
\$500,000 - 599,999	2	2	1	3	1								9	0.29%	0.63%
\$600,000 - 699,999	0	0	1	4	1								6	0.29%	0.42%
\$700,000 - 799,999	0	0	0	0	0								0	0.00%	0.00%
\$800,000 - 899,999	0	0	2	0	2								4	0.58%	0.28%
\$900,000 - 999,999	0	0	0	0	0								0	0.00%	0.00%
\$1,000,000 - and over	0	2	1	0	0								3	0.00%	0.21%
Current Year	257	239	305	288	342								1,431		
Previous Year	198	253	309	265	296								1,321		
Change from last month		-7.00%	27.62%	-5.57%	18.75%										
Change from last year	29.80%	-5.53%	-1.29%	8.68%	15.54%										
Current YTD	257	496	801	1,089	1,431										
Previous YTD	198	451	760	1,025	1,321	1,321	1,321	1,321	1,321	1,321	1,321	1,321			
% Change YTD	29.80%	9.98%	5.39%	6.24%	8.33%										



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2017

Sales by Price Range - Condominiums, Townhouses and Co-Op's

Price Range	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	YTD Total	Curr Month	YTD
\$1 - 49,999	2	4	3	3	1								13	3.70%	10.16%
\$50,000 - 59,999	2	2	4	1	0								9	0.00%	7.03%
\$60,000 - 69,999	1	1	1	1	3								7	11.11%	5.47%
\$70,000 - 79,999	2	1	1	3	2								9	7.41%	7.03%
\$80,000 - 89,999	3	1	0	2	3								9	11.11%	7.03%
\$90,000 - 99,999	0	2	2	0	1								5	3.70%	3.91%
\$100,000 - 119,999	2	7	0	3	7								19	25.93%	14.84%
\$120,000 - 139,999	1	1	4	2	4								12	14.81%	9.38%
\$140,000 - 159,999	3	3	0	3	0								9	0.00%	7.03%
\$160,000 - 179,999	7	1	2	3	2								15	7.41%	11.72%
\$180,000 - 199,999	2	1	1	3	3								10	11.11%	7.81%
\$200,000 - 249,999	1	0	1	1	0								3	0.00%	2.34%
\$250,000 - 299,999	2	0	2	1	0								5	0.00%	3.91%
\$300,000 - 349,999	0	0	1	0	0								1	0.00%	0.78%
\$350,000 - 399,999	0	0	0	0	1								1	3.70%	0.78%
\$400,000 - 499,999	0	1	0	0	0								1	0.00%	0.78%
\$500,000 - 599,999	0	0	0	0	0								0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0								0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0								0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0								0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0								0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0								0	0.00%	0.00%
Current Year	28	25	22	26	27								128		
Previous Year	17	20	28	23	23								111		
Change from last month		-10.71%	-12.00%	18.18%	3.85%										
Change from last year	64.71%	25.00%	-21.43%	13.04%	17.39%										
Current YTD	28	53	75	101	128										
Previous YTD	17	37	65	88	111	111	111	111	111	111	111	111			
% Change YTD	64.71%	43.24%	15.38%	14.77%	15.32%										



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2017
Sales by Price Range - Overall

Price Range	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	YTD Total	Curr Month	YTD
\$1 - 49,999	25	25	22	15	15								102	3.70%	5.92%
\$50,000 - 59,999	8	11	13	3	5								40	1.23%	2.32%
\$60,000 - 69,999	11	9	6	11	13								50	3.21%	2.90%
\$70,000 - 79,999	7	6	15	11	22								61	5.43%	3.54%
\$80,000 - 89,999	12	6	12	9	7								46	1.73%	2.67%
\$90,000 - 99,999	8	9	7	9	11								44	2.72%	2.55%
\$100,000 - 119,999	29	29	24	24	30								136	7.41%	7.89%
\$120,000 - 139,999	27	22	37	39	33								158	8.15%	9.16%
\$140,000 - 159,999	34	41	49	46	54								224	13.33%	12.99%
\$160,000 - 179,999	38	30	53	37	44								202	10.86%	11.72%
\$180,000 - 199,999	30	25	40	40	45								180	11.11%	10.44%
\$200,000 - 249,999	48	43	38	41	62								232	15.31%	13.46%
\$250,000 - 299,999	15	15	30	23	39								122	9.63%	7.08%
\$300,000 - 349,999	9	9	10	12	10								50	2.47%	2.90%
\$350,000 - 399,999	6	9	2	10	9								36	2.22%	2.09%
\$400,000 - 499,999	3	2	4	8	2								19	0.49%	1.10%
\$500,000 - 599,999	2	2	1	3	1								9	0.25%	0.52%
\$600,000 - 699,999	0	0	1	4	1								6	0.25%	0.35%
\$700,000 - 799,999	0	0	0	0	0								0	0.00%	0.00%
\$800,000 - 899,999	0	0	2	0	2								4	0.49%	0.23%
\$900,000 - 999,999	0	0	0	0	0								0	0.00%	0.00%
\$1,000,000 - and over	0	2	1	0	0								3	0.00%	0.17%
Current Year	312	295	367	345	405								1,724		
Previous Year	239	307	382	315	356								1,599		
Change from last month		-5.45%	24.41%	-5.99%	17.39%										
Change from last year		-3.91%	-3.93%	9.52%	13.76%										
Current YTD	312	607	974	1,319	1,724										
Previous YTD	239	546	928	1,243	1,599	1,599	1,599	1,599	1,599	1,599	1,599	1,599			
% Change YTD	30.54%	11.17%	4.96%	6.11%	7.82%										



Lakeland Association of Realtors®
 Monthly Sales Trend Indicator
 2017

Sales by Bedroom Count

Bedrooms	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	YTD Total	Curr Month	YTD
0	0	0	0	0	0								0	0.00%	0.00%
1	3	1	5	1	3								13	0.74%	0.75%
2	44	52	70	67	65								298	16.05%	17.29%
3	185	164	204	167	213								933	52.59%	54.12%
4	70	67	81	97	114								429	28.15%	24.88%
5	9	9	6	12	8								44	1.98%	2.55%
6+	1	2	1	1	2								7	0.49%	0.41%
Total	312	295	367	345	405	0	0	0	0	0	0	0	1,724	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	YTD Total	Curr Month	YTD
1	36	30	36	30	45								177	11.11%	10.27%
2	229	224	289	262	299								1,303	73.83%	75.58%
3	42	36	37	45	55								215	13.58%	12.47%
4	5	5	4	8	5								27	1.23%	1.57%
5	0	0	0	0	1								1	0.25%	0.06%
6+	0	0	1	0	0								1	0.00%	0.06%
Total	312	295	367	345	405	0	0	0	0	0	0	0	1,724	100.00%	100.00%



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2017
Sales by Housing Style

Style	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	YTD Total	Curr Month	YTD
Single Family Home	254	236	305	285	341								1,421	84.20%	82.42%
Manufactured/Mobile Home	24	29	39	30	34								156	8.40%	9.05%
Condominium	11	16	14	19	17								77	4.20%	4.47%
Townhouse	17	9	8	7	10								51	2.47%	2.96%
Villa	3	3	0	3	1								10	0.25%	0.58%
Half Duplex	1	1	1	1	1								5	0.25%	0.29%
Modular	2	1	0	0	1								4	0.25%	0.23%
Total	312	295	367	345	405	0	0	0	0	0	0	0	1,724	100.00%	100.00%



Lakeland Association of Realtors®

Multiple Listing One Month Sales and Inventory Report - May 1 to May 31, 2017

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory on Market	Months Supply
\$1 - 49,999	15	3.70%	96,887	29,693	31.00%	80	26	1.7
\$50,000 - 59,999	5	1.23%	57,000	53,224	93.00%	18	19	3.8
\$60,000 - 69,999	13	3.21%	62,954	63,600	101.00%	56	25	1.9
\$70,000 - 79,999	22	5.43%	76,591	75,270	98.00%	56	27	1.2
\$80,000 - 89,999	7	1.73%	94,657	84,200	89.00%	50	25	3.6
\$90,000 - 99,999	11	2.72%	95,582	94,345	99.00%	111	15	1.4
\$100,000 - 119,999	30	7.41%	114,203	110,468	97.00%	53	26	0.9
\$120,000 - 139,999	33	8.15%	130,945	128,136	98.00%	56	45	1.4
\$140,000 - 159,999	54	13.33%	150,538	149,631	99.00%	50	60	1.1
\$160,000 - 179,999	44	10.86%	173,750	169,980	98.00%	38	82	1.9
\$180,000 - 199,999	45	11.11%	194,312	189,015	97.00%	60	79	1.8
\$200,000 - 249,999	62	15.31%	222,019	217,891	98.00%	57	111	1.8
\$250,000 - 299,999	39	9.63%	277,667	270,158	97.00%	101	96	2.5
\$300,000 - 349,999	10	2.47%	332,070	315,900	95.00%	90	71	7.1
\$350,000 - 399,999	9	2.22%	384,378	370,689	96.00%	75	48	5.3
\$400,000 - 499,999	2	0.49%	472,450	479,250	101.00%	91	58	29.0
\$500,000 - 599,999	1	0.25%	593,236	593,236	100.00%	0	23	23.0
\$600,000 - 699,999	1	0.25%	704,500	670,000	95.00%	181	13	13.0
\$700,000 - 799,999	0	0.00%	0	0	0.00%		6	
\$800,000 - 899,999	2	0.49%	952,450	880,559	92.00%	59	9	4.5
\$900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		10	
Totals	405	100.00%	182,081	175,191	96.00%	61	879	2.2

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants. The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas. Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.



Lakeland Association of Realtors®

Multiple Listing YTD Sales and Inventory Report - January 1 to May 31, 2017

Price Range	Sold Units	Market Share	Average List	Average Sale	% List to Sell	Avg DOM	Inventory on Market	Months Supply
			Price	Price				
\$1 - 49,999	102	5.92%	65,465	32,235	49.00%	73	26	1.3
\$50,000 - 59,999	40	2.32%	58,424	54,360	93.00%	61	19	2.4
\$60,000 - 69,999	50	2.90%	65,552	64,228	98.00%	55	25	2.5
\$70,000 - 79,999	61	3.54%	76,493	74,441	97.00%	49	27	2.2
\$80,000 - 89,999	46	2.67%	89,761	84,758	94.00%	74	25	2.7
\$90,000 - 99,999	44	2.55%	97,207	94,643	97.00%	55	15	1.7
\$100,000 - 119,999	136	7.89%	114,777	110,013	96.00%	60	26	1.0
\$120,000 - 139,999	158	9.16%	133,248	129,548	97.00%	51	45	1.4
\$140,000 - 159,999	224	12.99%	152,504	149,827	98.00%	48	60	1.3
\$160,000 - 179,999	202	11.72%	172,899	169,530	98.00%	52	82	2.0
\$180,000 - 199,999	180	10.44%	193,364	189,430	98.00%	58	79	2.2
\$200,000 - 249,999	232	13.46%	224,808	219,980	98.00%	56	111	2.4
\$250,000 - 299,999	122	7.08%	275,730	270,041	98.00%	92	96	3.9
\$300,000 - 349,999	50	2.90%	338,756	321,697	95.00%	93	71	7.1
\$350,000 - 399,999	36	2.09%	389,761	371,569	95.00%	106	48	6.7
\$400,000 - 499,999	19	1.10%	456,876	444,738	97.00%	124	58	15.3
\$500,000 - 599,999	9	0.52%	553,948	543,611	98.00%	74	23	12.8
\$600,000 - 699,999	6	0.35%	721,567	664,150	92.00%	163	13	10.8
\$700,000 - 799,999	0	0.00%	0	0	0.00%		6	
\$800,000 - 899,999	4	0.23%	895,375	854,305	95.00%	52	9	11.3
\$900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$1,000,000 - and over	3	0.17%	1,101,605	1,066,042	97.00%	167	10	16.7
Totals	1,724	100.00%	178,402	171,692	96.00%	62	879	2.6

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants. The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas. Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.



Lakeland Association of Realtors®
Four Year Sales and Inventory History 2013 - 2017
Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
01-JUN-13	269	135,368	131,327	97%	97	1,619	6.0
01-JUL-13	287	144,568	139,174	96%	70	1,631	5.7
01-AUG-13	262	144,208	139,564	97%	80	1,662	6.3
01-SEP-13	234	146,269	139,489	95%	84	1,697	7.3
01-OCT-13	249	130,039	126,244	97%	79	1,744	7.0
01-NOV-13	204	124,037	119,015	96%	94	1,741	8.5
01-DEC-13	244	124,409	119,319	96%	97	1,731	7.1
01-JAN-14	188	125,219	119,770	96%	101	1,688	9.0
01-FEB-14	197	119,323	114,423	96%	74	1,701	8.6
01-MAR-14	256	137,743	132,233	96%	78	1,653	6.5
01-APR-14	287	156,698	149,925	96%	85	1,595	5.6
01-MAY-14	293	143,594	138,183	96%	89	1,529	5.2
01-JUN-14	265	133,915	129,828	97%	74	1,512	5.7
01-JUL-14	276	129,189	124,907	97%	79	1,503	5.4
01-AUG-14	268	140,101	135,002	96%	81	1,536	5.7
01-SEP-14	258	151,168	145,066	96%	76	1,554	6.0
01-OCT-14	299	150,723	145,116	96%	69	1,525	5.1
01-NOV-14	209	143,109	137,172	96%	84	1,465	7.0
01-DEC-14	294	152,751	147,074	96%	85	1,437	4.9
01-JAN-15	208	131,393	126,771	96%	96	1,386	6.7
01-FEB-15	236	143,367	138,097	96%	99	1,359	5.8
01-MAR-15	334	152,575	146,841	96%	94	1,326	4.0
01-APR-15	350	157,740	153,243	97%	79	1,328	3.8
01-MAY-15	338	149,010	143,792	96%	82	1,306	3.9
01-JUN-15	374	166,524	161,543	97%	75	1,315	3.5
01-JUL-15	351	150,824	146,788	97%	73	1,280	3.6
01-AUG-15	316	164,822	159,654	97%	71	1,247	3.9
01-SEP-15	309	150,418	145,513	97%	70	1,268	4.1
01-OCT-15	314	157,191	152,149	97%	66	1,265	4.0
01-NOV-15	240	179,214	171,999	96%	79	1,256	5.2
01-DEC-15	343	148,411	143,453	97%	67	1,210	3.5
01-JAN-16	239	155,688	150,263	97%	73	1,229	5.1
01-FEB-16	307	161,432	154,808	96%	70	1,217	4.0
01-MAR-16	382	160,757	155,981	97%	71	1,178	3.1
01-APR-16	315	163,030	158,241	97%	72	1,154	3.7
01-MAY-16	356	168,888	164,292	97%	68	1,186	3.3
01-JUN-16	361	166,502	160,926	97%	64	1,222	3.4
01-JUL-16	360	176,751	172,640	98%	66	1,256	3.5
01-AUG-16	393	173,279	168,961	98%	56	1,340	3.4
01-SEP-16	341	173,480	165,893	96%	53	1,387	4.1
01-OCT-16	344	174,871	170,140	97%	55	1,370	4.0
01-NOV-16	322	183,987	176,251	96%	61	1,334	4.1
01-DEC-16	334	176,381	171,242	97%	63	1,288	3.9
01-JAN-17	312	167,570	162,248	97%	59	1,234	4.0
01-FEB-17	295	174,432	168,372	97%	65	1,199	4.1
01-MAR-17	367	175,392	168,997	96%	61	1,144	3.1
01-APR-17	345	190,474	181,828	95%	64	1,000	2.9
01-MAY-17	405	182,081	175,191	96%	61	879	2.2

Board/Association: Lakeland
 State: FL
 Month: May

Year: 2017

National Association of Realtors®
 700 Eleventh Street, NW
 Washington, DC 20001-4507

Email: data@realtors.org
 Fax: 202-383-7568
 Questions: 202-383-1276

**Single-Family Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$1 - \$29,999	1	1	2
\$30,000 - \$39,999	3	1		4
\$40,000 - \$49,999	1			1
\$50,000 - \$59,999	2	1		3
\$60,000 - \$69,999	1	4		5
\$70,000 - \$79,999	3	7		10
\$80,000 - \$89,999		1	1	2
\$90,000 - \$99,999	2	2		4
\$100,000 - \$119,999	3	13	2	18
\$120,000 - \$139,999	5	21	2	28
\$140,000 - \$159,999	9	34	11	54
\$160,000 - \$179,999		30	12	42
\$180,000 - \$199,999	1	26	15	42
\$200,000 - \$249,999	3	32	27	62
\$250,000 - \$299,999	1	9	29	39
\$300,000 - \$399,999		5	13	18
\$400,000 - \$499,999		1	1	2
\$500,000 - \$549,999				
\$550,000 - \$599,999		1		1
\$600,000 - \$699,999			1	1
\$700,000 - \$799,999				
\$800,000 - \$899,999		1	1	2
\$900,000 - \$999,999				
\$1,000,000 - and over				
Totals:	35	190	117	342

**Condominium / Cooperative Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$1 - \$29,999			
\$30,000 - \$39,999	1			1
\$40,000 - \$49,999				
\$50,000 - \$59,999	3			3
\$60,000 - \$69,999	2			2
\$70,000 - \$79,999	3			3
\$80,000 - \$89,999	1			1
\$90,000 - \$99,999	4	2	1	7
\$100,000 - \$119,999	3		1	4
\$120,000 - \$139,999				
\$140,000 - \$159,999		2		2
\$160,000 - \$179,999		2	1	3
\$180,000 - \$199,999				
\$200,000 - \$249,999				
\$250,000 - \$299,999				
\$300,000 - \$399,999		1		1
\$400,000 - \$499,999				
\$500,000 - \$549,999				
\$550,000 - \$599,999				
\$600,000 - \$699,999				
\$700,000 - \$799,999				
\$800,000 - \$899,999				
\$900,000 - \$999,999				
\$1,000,000 - and over				
Totals:	17	7	3	27

**Active Listings
 (Unsold Homes)**

During Month	During Month
2	
6	3
4	4
9	4
11	4
13	5
12	4
8	2
15	7
33	7
50	5
67	11
64	13
96	9
91	1
113	1
57	
15	
8	
13	
6	
9	
5	
8	
715	80

**Sales Pending
 (Under Contract)**

During Month	During Month
5	
4	
2	1
6	
3	1
9	4
11	2
4	1
16	7
38	5
47	4
41	5
56	10
69	
30	
26	1
10	
2	
1	
2	
1	
1	
384	41

TIME ON MARKET (Of Units Sold)	SF	CONDO
0 - 30	174	12
31 - 60	57	5
61 - 90	35	5
91 - 120	20	1
121 - and over	56	4
Totals	342	27